THE Publishers' Weekly

The American Book Trade Journal

Published by R. R. Bowker Co. at 62 West 45th Street, New York
R. R. Bowker, President and Treasurer; J. A. Holden, Secretary
Entered as second-class matter June 18, 1879, at the post office at New York, N. Y., under the Act of March 3, 1879. Subscription price, $5.00 a year.

VOL. XCVI. NEW YORK, SEPTEMBER 20, 1919 No. 12

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(ANONYMOUS)

A REAL and a *true* story of the relations of two fine souls, as different from the usual sentimental novel as old wine from water. . . . . A revelation of the spiritual agony of a sensitive, emotionally restless man, passionately in love with his calm, deep-thinking wife, and the outcome of his persistent attempts to awaken her response.

In its amazing intimacy and penetration of the emotions it marks an epoch in American publishing. Nothing like it has been offered to the reading public in a quarter of a century.

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BONI & LIVERIGHT NEW YORK

Houghton Mifflin Company

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FALL LEADERS

Watch for This
Page Each Week

William Roscoe Thayer's

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THE LIFE story of Theodore Roosevelt as told by the greatest of contemporary biographers makes one of the most fascinating books of the decade. Mr. Thayer's work on "The Life and Letters of John Hay" gave him a unique inside knowledge of affairs before and during Roosevelt's presidency. This, combined with his close personal knowledge of the man himself, has enabled him to illuminate Roosevelt's character and career as they have never been illuminated before.

The unprecedented sale of "The Life of John Hay" should easily be surpassed by this great biography of America's most popular statesman.

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If you have been reading the *Saturday Evening Post* this year you are familiar with Mr. Cohen's extremely clever stories of the "sassiety" negro of the South. The best of the stories are in this book. Mr. Cohen has been termed "the negro's O. Henry." *Illustrated* $1.60

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Coming

MEMOIRS OF ADMIRAL VON TIRPITZ

This promises to be the

BIG BOOK OF THE YEAR

That part of the book that has already been given syndicated newspaper publication (in skeletonized form) has aroused wide comment. *Publication of the book has been forbidden in Germany.*

Its disclosures are frank and sensational. It is not a volume of excuses, but an exposé by an insider of the entire Potsdam regime.

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Publishers DODD, MEAD & COMPANY New York

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Circulated yearly by many of the best known booksellers in the United States

SUCH AS

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62 W. 45th St. PUBLISHERS' WEEKLY New York City

BIG AUTUMN NOVELS!

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By W. J. DAWSON, author of "Robert Shenstone," "The War Eagle," etc. 12mo. Cloth, $1.60 net.

This is not only a charming love-story, but also an able and stimulating novel, dealing with the much-discussed problem of the returned soldier and of the attitude of the modern woman towards the conventionalities of life.

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IN PAWN TO A THRONE

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A fascinating story of love, adventure and political intrigue. It is a romance pure and simple, and the reader will himself live through some of the most interesting and exciting months of the war in Greece, with Elihu Peabody, a secretary in the American Legation at Athens.

THE CALL OF THE SOIL (L'Appel Du Sol)

By the Late LIEUT. ADRIEN BERTRAND of the Chasseurs Alpins. 12mo. Cloth, $1.60 net.

This novel certainly ranks with the best product of French intellectuality since August, 1914; and it is a masterpiece for all time. Anatole France, Pierre Loti, and others who reign in the Academie Goncourt, accorded the book the *prix Goncourt* for 1916, and M. Clemenceau predicted that the author would become one of the foremost figures in French literature.

THE STORY OF A NEW ZEALAND RIVER

By JANE MANDER. 12mo. Cloth, $1.75 net.

A vivid, human and convincing tale of life at an isolated lumber camp in New Zealand. The heroine is the head-strong daughter of a Presbyterian settler, who falls a victim to the faults of her upbringing and her rebellious defiance of too stern and unbending parents.

JOHN LANE COMPANY Publishers NEW YORK

Three Big Books That Must Sell!

A strong and well planned advertising campaign, covering the following magazines, will serve to increase the popularity which the inherent value of the books themselves will bring to them. (See the list of magazines below.)

By ELSIE JANIS

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or Six Months With The American Expeditionary Forces

You can imagine how our boys felt coming from the trenches, covered with mud, to be greeted with the news that America's best-loved actress was giving a show for them. She gave over six hundred concerts to "her boys," as she calls them, and she tells about her experiences with so great a charm that one can almost believe one is sharing them, instead of reading.

General Pershing said:—"Elsie, when you first came to France someone said you were more valuable than a whole regiment; then someone raised it to a division. But I want to tell you that if you can give our men this sort of happiness you are worth an Army Corps."

Illustrated from Photographs Price $1.50

By BASIL KING

The Abolishing of Death

Is the world reaching a new understanding of death—one to which we can better adjust the increasing evidence that our dead can communicate with us? Basil King did not believe this possible a short time ago. But he has since been the subject of demonstrations which may be very important and, even to the most sceptical, tremendously interesting. He presents them as a record, with no attempt to convince.

Cover design by F. X. Leyendecker Price $1.25

By SIR HARRY LAUDER

A Minstrel in France

You know how this book sold at $2.00! Think how it will sell at a lower price! Popular Edition, Price $1.00

The following magazines will carry full and half-page advertisements of these three books in the issues of Oct., Nov., Dec. and Jan.:

HEARST'S MAGAZINE *THE COSMOPOLITAN*
GOOD HOUSEKEEPING

COSMOPOLITAN BOOK CORPORATION

Formerly Hearst's International Library Co.

Publishers **New York**

A Book With A Mission—To Amuse

The River's End is without doubt the finest novel Curwood has written. We have planned an extensive advertising campaign, which will reach a circulation of over fifteen million between October 1, the publication date, and January 1. Below is a list of the magazines and newspapers to be used.

THE RIVER'S END

by James Oliver Curwood

Author of God's Country and the Woman, Kazan, etc.

Illustrated by Dean Cornwell *Price $1.50 net*

After two years of tracking through the Arctic wastes, Derwent Conniston had captured John Keith, and the prisoner was tending the dying officer who was to take him back to justice. Faced by a strange resemblance and by a mysterious attraction, each for each, the two men had learned to love each other as brothers. Perhaps it was that feeling of brotherhood that made them agree on the mad scheme that was to take John Keith back to his little home town on the Saskatchewan, under the guise of Derwent Conniston, of the Northwest Mounted Police. Of course, many complications arise. Suppose the girl you were in love with thought you were her brother. Would you meet her sisterly affection with friendliness? This is only one of a number of situations—an adventure—mystery tale and a story of a wonderful love—all in one that gives the reader one thrill after another.

DEALERS—Note the list of magazines and newspapers to be used in advertising this book. Are you going to take advantage of this advertising? We will sow the seed; are you going to gather the harvest?

Our campaign will consist of advertisements in

The Cosmopolitan
Full Page November and January.
Half Page December.

Good Housekeeping
Full Page October and December.
Half Page November.

Hearst's Magazine
Half Page November, December and January.

Also full-page newspaper advertisements in

Boston New York
Washington Atlanta
Chicago
Milwaukee Los Angeles
San Francisco

and smaller newspaper advertisements in many other cities.

COSMOPOLITAN BOOK CORPORATION

Formerly Hearst's International Library Co.

Publishers **New York**

¶ *Sept. 27*

Publication Date

SISTERS

by

Kathleen Norris

¶ A big book, by one of the biggest selling authors in America. Kathleen Norris on a book means a real story—and readers know it.

Of vital interest to all readers is the theme of the story—two sisters who love each other, love the same man—and by the turn of fate, he is married to the sister whom he does not love. Which shall make the sacrifice?

A resourceful handling of a unique situation, which faces the most powerfully and sympathetically drawn set of characters Mrs. Norris has ever done.

The advance sale of "Sisters" has been big. Have you placed your order?

Net, $1.60 ***Published by***

DOUBLEDAY, PAGE & CO.

DOUBLEDAY, PAGE & CO.

September 27th Publications

Premier Georges Clemenceau's

THE STRONGEST

Three strong reasons are going to make readers buy this book. Readers will want to see a great man reflected in his work, and it will stand as an authentic interpretation of France, by the man most fit to speak for her. It is a remarkably good love story, handled powerfully and sincerely by a great writer.

Net, $1.75.

Henry Justin Smith's

THE OTHER SIDE OF THE WALL

This is a first novel by an experienced writer. A fine beginning of a great career, we believe.

A novel of contemporary life in a great city. On one side of the wall of self-interest, snobbery and social pride, lives a group of self-satisfied people striving for vain things; on the other side are people blessed with honest happiness and real ideals—the breaking down of the wall brings about a gain for all. A book that Frank Norris might have written.

Net, $1.60.

Gene Stratton-Porter's

HOMING WITH THE BIRDS

Over 7,300,000 of Mrs. Porter's books have been sold. All of them have Nature for their heroine. This new nature book is a series of intimate and authoritative studies of bird life. Copiously illustrated with photographs by the author.

Net, $2.00.

Thomas Gibson's

SIMPLE PRINCIPLES OF INVESTMENT

Over 6,000,000 Americans are investors—just a hint of the market this popularly treated book by a recognized authority, will have.

Net, $1.50.

J. O. P. Bland's

HOUSEBOAT DAYS IN CHINA

The quaint, and frequently eventful experiences, of a well known traveller in "the land of lanterns and dragons and romance."

Net, $2.00.

DOUBLEDAY, PAGE & CO., GARDEN CITY, N. Y.

New Harper Books

The Yellow Typhoon

By HAROLD MACGRATH

The public has learned to expect from Harold MacGrath amusement, thrill and unfailing interest in a novel. This new story lives up to all expectations. The Yellow Typhoon, from whom it takes its name, is a woman, a strangely beautiful, strangely wicked woman who, it develops, has a double as good as she herself is wicked. There are stolen papers, a breathless chase across the Pacific from San Francisco to New York, and one thrilling incident after another, before the story reaches its astounding denoument. It is trite to say that this is Mr. MacGrath "at his best," but only that phase can cover the present case. For here in one book are brought together the elements of a novel on which Harold MacGrath built his fame, and the book is told in his usual swift-moving and delightful style. Illustrated. $1.60 net.

In Berkshire Fields

By WALTER PRICHARD EATON. Pictures by WALTER KING STONE.

Here is where nature comes into her own—in a book created by the collaboration of an author and an artist who love her. Both artist and author have traversed the Berkshires for the sheer joy of watching and studying for their own pleasure the birds, the gray rocks, the curving river, the distant mountains, the animals, and the various and many trees and flowers. So vivid are the pictures and descriptions that you can imagine yourself tramping with the two men, seeing the things they see and sharing the enthusiasm they feel. The artist's pictures are reproduced in colors and halftones. The volume is inserted in a special slip-case. A beautiful gift book.

50 Illustrations, 8vo cloth, $2.50 net.

Opportunities in Aviation

By Lt. GORDON LAMONT and Capt. ARTHUR SWEETSER.

No two men are better qualified to collaborate on a book on aviation than Lieut. Gordon Lamont and Capt. Arthur Sweetser. Lieutenant Lamont was a member of the Royal Air Force, Canada, during the late war, and Captain Sweetser is an officer in the aviation department of the U. S. Army, as well as the author of a book on the theoretical side of aviation. The present volume is an opportunity book for the clerk, mechanic, airplane pilot, scientist, and manufacturer of the future in the air. Opportunity Series, post 8vo, paper boards, $1.00 net.

Harper & Brothers
Est. 1817.

New Harper Books

MADELEINE

An Autobiography

With An Introduction by Judge Ben B. Lindsey

"Madeleine" is the record of actual experience. The author is now a respected member of society, but for many years she lived the life of a woman of the "half-world". She tells the story of her degradation and of her almost miraculous redemption with the utmost frankness, but without the slightest attempt at rhetoric. Her autobiography is the journal of a life, so simply, so sincerely, and so convincingly set forth, that one feels like ranking it with the great confessions of all time, "Madeleine" claims the right to sit down at the same high table with Rousseau, with Thomas De Quincy, and Marie Bashkirtseff. This is praise, indeed, but it is not unjustified; for it is life itself that "Madeleine" pictures, and pictures unforgettably.

"Madeleine" is one of the big books of a generation. For obvious reasons, the writer must conceal her name, but it is an authentic autobiography—a true story. It touches on the deepest, darkest chapters of our modern life, and as no book has done before, presents the problem and suggests the cure for the woman who is outside the pale. Ministers, librarians and social workers have given the book unqualified endorsement. It is a real contribution to sociological literature; but it is more—it is first of all a great human document, honest, sincere, and finally inspiring.

Publication Date, Oct. 17th. Post 8vo, Cloth, $2.00 net.

Harper & Brothers
Est. 1817.

New Harper Books

What Outfit Buddy?

By T. HOWARD KELLY Illustrated, $1.35 net. Ready Oct. 10th.

JIMMY SAYS:

"This ain't no war book. Nothin' about savin' our souls, or makin' the world safe for profiteers, or the League o' Notions in it—but a lot about the heluva good time me an' O.D. had just the same as you an' your Buddy. "Me and O. D., are you an' your Buddy, an' take it from me, you'll wanta go along if you start on the A. W. O. L. we went on! It sure was THE little ol' personal conducted tour o' France! An' if you missed the big show, why I'm tellin' you, we'll give you the chanct you been lookin' for."

(No man who saw service here or overseas can resist O. D. and Jimmy. And no one else for that matter, once he gets a taste. Try a half hour in their company yourself.)

A Year as a Government Agent

By VIRA B. WHITEHOUSE Illustrated, Crown 8vo, $3.00 net.

The first woman to be honored with an important and rather delicate mission abroad, Mrs. Norman de R. Whitehouse, entered Switzerland last year to get the truth about America into Germany. Naturally she met with difficulties. The prejudice for secrecy on the part of old diplomatic officials, the red tape of our State department, and the anachronisms of the service combined to enmesh her till, powerless and desperate, she rushed back to America. She saw the President personally and, armed with fuller powers, went back to her job; at that time it was the policy not to let any news leak into enemy camp, while Mrs. Whitehouse's defined work was to tell the German people the truth about what we were doing to counteract the inspired lies of their own propaganda. So Mrs. Whitehouse had to face the double problem of fighting the active prejudices of the diplomatic group and shattering the solid wall of the Prussian censorship. This dual fight and its successful outcome Mrs. Whitehouse describes with unsparing detail in one of the most dramatic and humanly interesting narratives of the war.

Harper & Brothers
Est. 1817.

New Harper Books

Ever since Raymond Robbins returned from Russia, the thinking men and women of America have followed closely what he had to say about the conditions there. The late Col. Roosevelt wrote, "There isn't anybody in this country I am so anxious to see and hear at length as you."

Raymond Robins' Own Story

As Set Down By WILLIAM HARD

is probably the most authentic report by an outsider of conditions in Russia. For Robins went to Russia for the Red Cross in the early days of Kerensky's government, and stayed through the fall of that brilliant young leader and the rise of Trotsky and Lenine to power. He early won their confidence. Then he demanded a free field and no interference for his Red Cross Work. They gave it to him. On an average of three times a week for more than five months, Robins saw both Lenine and Trotsky and learned their philosophy from their own lips. He tells the whole story here—he gives for the first time the real facts regarding the Allied and Russian relations and many other points of international interest. In each case what he says is backed up with the reproductions of sensational documents which throw light on every step of his remarkable narrative. In the turmoil following the overthrow of Kerensky it fell to Robins to keep open some sort of a line of communication between the beleagured Embassies in Petrograd and the Bolsheviki. Many believe that he came to occupy almost the position of an unofficial representative of the American government. $2.00 net.

Harper & Brothers
Est. 1817.

"Seven or eight hours of delight"

"Colas Breugnon, a good fellow, fifty years old, of fair round paunch, as befits a Burgundian, but still strong and active, his teeth sound, his eye clear, his hair grizzled but not lost . . .

He is one who loves life and who finds that insatiable curiosity, a little indolence, a little impulsiveness, a good appetite for food and drink, do much to make life enjoyable . . .

He has a noble courage that makes a mock of the misfortunes which press upon him throughout the volume."

So the reviewer in the Post describes the buoyant Burgundian of the little town of Clamecy. Clamecy is Rolland's own birthplace—and "Colas" is about the author's own age.

Colas Breugnon, Burgundian

ROMAIN ROLLAND'S first novel since the celebrated "Jean-Christophe"

Translated from the French by KATHERINE MILLER. 302 pp. $1.75

YOU CAN TELL YOUR CUSTOMER THAT "COLAS BREUGNON" COMES WELL RECOMMENDED:—

This is a good book, strong, healthy, well written, and bearing the stamp of a quality not far removed from genius.—*A. G. H. Spiers in "The Review."*

Curiously unlike "Jean-Christophe" and, I think, superior to anything Rolland has done. It is a frank, virile, joyous piece of fiction with a healthy coarseness to it that is Pantagruelian.—*"The Chicago Daily Tribune."*

Selling Point re DE MORGAN'S OLD MADHOUSE

De Morgan is "getting across." *The Old Madhouse* was published on September 4th and is already in its third *large* printing. And the critics are ranking *De Morgan* with Cervantes and Dickens and Thackeray—remember that when selling *The Old Madhouse.* Do not forget that it is a *mystery* story.

HENRY HOLT & CO., 19 W. 44th St., New York

The Publishers' Weekly
FOUNDED BY F. LEYPOLDT
September 20, 1919

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Threatened Printing Strike

THE publishing trade of New York City is in a most sober mood, and with great good reason. It has probably never faced a trade crisis that was of more serious import and of more fundamental importance. The book-trade, after the lean and puzzling war years, has been looking forward to a fall of unusual business and to a real revival of publishing. All signs, both as to the material offered for publication and the strength of the demand, have indicated that the season would be one to look forward to.

If in the face of these hopeful prospects the book publishers now show their intention of standing as a united body against the extraordinary demands of the printers' and binders' unions, it indicates how serious they feel the menace to be. If these publishers did not feel that the demands being made by the printing and binding unions in the shops of the city were such as would jeopardize the whole future of book publishing at this center, they could hardly have presented so united a front as they have.

Every labor crisis in the country presents its own individual characteristics; but it can be said and should be said that in the important meetings of the publishers held this week there have been no expressions of bitterness against labor in general, no hard words against unions as unions, and nothing that would show that the publishers intended to back up any fight that meant merely keeping all profits in a few hands. The issue seemed clear to all: That the New York unions in calling a strike that has not had the approval of the International Typographical Union and in making demands that have no relation to the increased cost of living or to possible profits that exist in the printing business, have taken a stand that is not only a menace to publishing in this country, but a stand that will sooner or later bring disaster to the unions, as well as disaster to the book publishing trade.

At a meeting of the book publishers on Tuesday, the 16th, at the Waldorf Hotel, perhaps the most largely attended meeting of book publishers that has been held in the city for years, a firm resolution was adopted after a full and careful consideration—and adopted with practical unanimity—announcing that the book publishers ask that their printers take a firm stand against the extreme demands made, even to the point of closing down business when the strike begins.

At a meeting on the following day at the Hotel Astor at which the employing bookbinders and the book publishers met, a similar resolution was passed unanimously, showing that the publishers were absolutely resolved to help in any contest to keep prices within reason.

The demand of the unions affects printing conditions at three points: as to hours, wages, overtime and shop regulations. The present scale calls for a 48 hour week. The demand is for a 44 hour week. The International Typographical Union, of which the Local Union is a member, has gone on record as asking for a 44 hour week in 1921—that is, at a time after the great pressure for catching up with production is over. The publishers take the same point of view as the International Union, and expect the 44 hour week to be the logical thing when the present world needs of production are past. The local union does not care to abide by its national organization.

On the point of wages, the printers in the three principal classifications, compositors, linotypers and pressmen, ask for $50 a week, against the present minimum of $36. The employing printers point out that not only would such a radical increase be disastrous to New York as a printing center, but it has no relation to the increases in the cost of living. The government has been commonly using figures that show that living has increased 79 per cent since 1914. If the printers received that full increase, they would be getting $5 more than at present, as $23 was the wage in 1914. This, the employing printers and the publishers who use the work and who pay for the work are willing to grant.

On the third point, that of handling of overtime, the conditions asked are particularly onerous, and we print on another page a comparison between the new agreement among English printers and that asked for in New York. The London unions are considered aggressive in asking the best for the trade as they see it. The comparison shows what basis New York would be on as compared to London, a very direct competitor of our own houses.

The book binders place their demands on a par with the printers, but as they are now getting only $31.50 on an average, the increase to $50 would be even more onerous. The attitude of the publishers in standing back of the employing binders is the same as with the printing situation. Any increase that would be in accordance with the government figures might be borne, and in some way passed to the consumer, but the full increase would simply have a disastrous effect on the whole industry. At this point they have resolved to stand, and if a compromise is not reached, book production in New York is to cease on October 1st. That they would be justified in such stand, on account of the tremendous effect such increases would have on book distribution in America, is borne out by all estimates of the increase in costs; and not only would New York become keenly hampered in international business in which she is just beginning to take a real part, but it would also act as a very real discrimination against New York as a publishing center in this country.

Union men who insist on putting New York on a 44 hour basis while the other cities are not demanding it for eighteen months, are asking that the business houses with which they are connected be placed under a very real handicap; and when they ask for an increase of the minimum of $36 to $50 they can figure as well as the publisher that this, together with the shop restrictions and overtime changes, means about a 60 per cent increase in the cost of printing which, added to the proposed increases in the cost of binding (which has already nearly doubled in the last two years), makes the future of the book-trade sombre indeed if these conditions are carried thru.

As has been said above, this resolute stand has been adopted without any expression of bitterness against labor or any hard feelings against unions, but it has been decided soberly as the only stand that could possibly be taken, considering the conditions that such demands place upon the New York book-trade. Distribution is on the eve of a better era, schools are waiting for new text books, returned soldiers for new vocational books, the great body of people are looking to books for both diversion and for guide to sound thinking. If this progress must be brought to a complete stop on October 1st because of an unreasonable group of local New York leaders, it is indeed a public as well as a trade calamity.

Export Competition

VARIOUS book-trade periodicals in other countries seem to be printing many items that indicate a fear that America is stepping in and taking the export business which formerly went to Europe. While it would be an event most devoutly wished for, should New York have a real place in the exporting of books, the increase has not come at a rate to give New York publishers any overdose of confidence. To be sure, in war time, we have made large shipments to points that had previously been the special province of the European exporter, but these shipments have only been large in proportion to our previously small export business. Our total export of books to South America at the time the war broke out was such a small business that it could increase considerably without demanding much space in the ships sailing to the South.

New York publishers, who are facing the fall business and finding it almost impossible to meet the manufacturing demands of the American market, do not as yet see great possibilities of invading more extensively the foreign field, and, as if to hearten the printers of the English continent, the New York press unions are now demanding a wage that would quite promptly have a serious effect on the chances of America getting the best of the competition in distant markets. English printers, to be sure, have received marked increases during the war; in fact, they now receive about 50% of the wages paid in New York, but with the new demands, this relation of two to one would be promptly changed and the effect of this change on possible export business is not the least serious of its possible results.

AS OTHERS SEE US

The Spanish Book in America

The following article, relative to the growing activities of United States' publishers in building up South American trade, appeared in a July issue of "Bibliografia Española," the organ of the Spanish book-trade; it is interesting to us for the light which it throws upon the embittered attitude with which these foreigners regard our expansion and for the ideas it suggests for thwarting further development in Latin America.

Some time ago an article appeared suggesting that the editors, authors, and patriotic capitalists interested in the diffusion of the Spanish culture, make a financial confederacy to provide for the better distribution of the Spanish book in the countries of America speaking our language.

To do this, it would be necessary to organize a joint stock company with a minimum capital of five million *pesetas,* obtaining from the national treasury a security of 5 to 6 per cent on the capital, so that this fiscal security could respond to a dividend of the same 5 or 6 per cent for the shares, in the absurd case that the corporation could not get a profit exceeding the interest guaranteed by the public treasury.

The Spanish book is seriously threatened by the publishers of the United States. The United States is going to provide Spanish America with literature, taking advantage of the fact that the native publishers have neglected to defend their private interests as well as the general interest of the nation by financial consolidation.

The Yankee avalanche has begun already. The Ambassador of Chile recently made a speech in the White House concerning this important matter. Examples of the editions of American literature translated into Spanish can already be seen in the bookstores.

Our novelists are quickly going to give place to the rough narrators of Americanism. Our publications of all kinds, from the children's story to the chemistry treatise, will be replaced by the North American editorial invasion.

The South American reader is going to be tempted with the imperialistic, vile, and despotic Monroeism which now militates in America concealed under the mask of the democratic myth of Wilson.

The whole thing is, plainly evident: in a short time thru our own fault we are going to be totally expelled from the land whose soul is still Spanish, and are going to lose a literary market of 60 million human beings, able to drink from our fountains. Is it so difficult to get together and impose our will before it is too late? The Yankee unites his audacity with his amibition. The North Amercains who have compelled the acknowledgment of their right to meddle in the intimate life of twenty nations of our origin (in which cases Spain has kept a profound silence), are planning to control these countries.

The book, published in Spanish, will be one of their means to get hold of this control. The American book, detestably translated into Spanish will be the constant propagandist, the loyal interpreter of the American ideals and doctrines, the sagacious herald of the United States cause.

Thru the book, tediously disseminated over the reading world, Americanism will be introduced into the Spanish-American minds. And when the Americans have succeeded in this campaign, so that the South American people are thinking in harmony with the injected doctrines, the moral, material, and political victory of the United States over these countries will be inevitable.

Spain, the founder of these noble nations, which were made with her blood and which are the soul of her own soul, will see very soon the end of her spiritual empire, just as she saw the downfall of her colonial empire of a century ago, thanks to England, France, and the United States, who brought it about.

The North American literary invasion was initiated some time ago. It began during the sad days of the great war, in the pages of the press of great circulation. The United States imposed a literary intervention on the big newspapers. Since then the most important dailies of South America reserve every day a great deal of their columns for the insertion of information reflecting Yankee principles and ideals. This continuously spreading campaign embraces all walks of intellectual endeavor.

In this way Americanism will be assiduously, easily, and imperturbably introduced in the popular judgment. The public will gradually consume the poisonous dose intelligently served by writers paid for by the offices of propaganda with headquarters at the ministry of Foreign Relations.

From the press, definitively Americanized, to the captivation of the book market, there is but a short distance.

Yet we can still prevent our expulsion from American bookdom. Let us, Spaniards, organize a company with a capital of five or ten million *pesetas* in order to establish in every big South American city general distributing bookstores which will provide every village, town and city in these countries with Spanish literature.

These well organized distributing bookstores at Buenos Aires, Santiago de Chile, Lima, Montevideo, México, Bogotá, Caracas, etc., will spread our editorial products thruout America, making known our poets, our novelists, our mathematicians, moralists, scientists, etc. And without stipulating copyrights for the protection of intellectual property, the establishment of these bookstores

will end the plunder of those thriving publishers who reprint our books without the previous or posterior consent of the injured author. For the bookstores, inasmuch as they will monopolize the literary market in that part of the world, will prevent the circulation of the fraudulent editions.

If the literate population of Spanish America is estimated at about 30 millions, one could count on at least one copy being sold yearly to each one. All depends, decidedly, upon the publicity system which is adopted. To continue the reckoning—if each copy sold represents a cash value of two *pesetas,* then the total sale will aggregate 60 million *pesetas.* In endeavoring to sell the book at the lowest possible price, in discordance with the prices of now-a-days, which assigns to a copy a selling price of 2 *pesetas* with a discount of 20 per cent, an alienation value of 4 *pesetas,* at least, we will have to put more copies in the market.

Yet supposing that from these 30 millions of literate persons only one-third of them buy books, it will result in 10 million copies being sold, which at the average price of 2 *pesetas* will make 20 million *pesetas.* Let us suppose for a moment that this total gives us a net profit of 10 per cent, then we will come to the compelling conclusion of making two million *pesetas.*

If the capital of the book company is 10 millions, this means that its shares will receive a sure dividend of 20 per cent, which is a very valuable income.

Author Gossip

Mrs. Marguerite Wilkinson, whose "New Voices" has proved to be one of the successful fall books, was born in Halifax, tho most of her life has been spent in this country. She has edited the poetry department of *The Touchstone* magazine as well as doing similar work in other journals. Her own first book of poetry was published in 1911.

When John Buchan was on the staff of the British Army in France, he quoted, in one of his official press dispatches, Kipling's line, "The captains and the kings depart." The field censor deleted "and the kings," and thus gained immortality.

W. Somerset Maugham who has been visiting New York en route to China has been promptly interviewed with regard to his much discussed book "The Moon and Sixpence" and particularly the character Charles Strickland. Mr. Maugham said the character of Strickland, as American reviewers have not been slow to discover, is moulded upon that of the French artist, Paul Gauguin, who declared himself sick of the disease of civilization and found barbarism the only restoration to health in art.

It is reported from England that Mr. and Mrs. Patrick MacGill are to visit America next spring.

A Notable Effort in Co-operative Advertising

One of the most interesting efforts that has been launched in the advertising field was the plan carried out so successfully last year by the Greeting Card Association, a group of thirty-one manufacturers who decided that individual advertising would not bring the same results as co-operative advertising. They met and joined in the fall of 1918 in carrying on a large and forceful publicity campaign in national mediums. The result as reported in their sales, and in the country's clean-up on greeting cards showed that they were at work along the right lines. Their plans were based on experiences which showed them how difficult it was to advertise a particular line of cards. The retailer seldom shows them separately, nor does the customer become sufficiently interested in one particular card to search for it in a large assorted stock. It was a foregone conclusion that the Association would plan something of the kind again, and in July they issued an announcement to the retail trade showing what was on the way and also asking for a supplementary financial support from the retailers.

Their advertising plan calls for an expenditure of about $45,000 and is to include colored pages in the *Ladies' Home Journal* and *Pictorial Review,* which cost $9000 and $8250 respectively. Also large space in such national mediums as *Collier's, Literary Digest, Good Housekeeping* and many other magazines.

The retailers can judge the effectiveness of this campaign from last year's experience, and are asked to come in on a basis of $20 for larger dealers and $10 for smaller, this as compared to the manufacturers contributions which run from $5000 down to $500.

All of the retailers' contributions will be expended on extra space, none of it being used for organization or promoting expenses.

The slogan of the campaign is "Every shoulder to the wheel" and the best talent in the advertising field is at work finding the best way to put over to one hundred million people the great greeting card idea.

A large number of the American booksellers are dealers in greeting cards, and are able to directly judge the value of this co-operative work, and it may be the means of bringing concrete suggestions based on practical experience into the councils of the book-trades.

In a small way the campaign on Children's Book Week is based on the same thought Get the people thinking about children's reading, get them thinking about having more books in the home, and the book store will do the rest.

HARPER'S *Modern Classics Series* is being enlarged by the addition of two new volumes—"Annie Kilburn" by William Dean Howells and "Old Chester Tales" by Margaret Deland.

NEW ENGLISH PRINTING AGREEMENTS

An agreement which went into effect on September first between the London Master Printers' Association and the London Printing Trade bears on the regulations of overtime and is interesting as an agreement which can be laid down beside the demands of the New York unions for purposes of comparison.

London Printing Agreement

Ordinary Overtime.—Shall be paid for at the rate of time and a quarter for the first two hours; time and a half for the next three hours; double time to continue afterwards for any further period it may be necessary to work until a rest of eight hours can be given.

Saturday Overtime.—Time and a half for the first three hours; afterwards double time.

Saturday Overtime in Five-Day Houses.—First four hours at time and a half; afterwards double time; minimum charge, four hours.

Holiday and Sunday Charges.—Sunday and Christmas Day, double time. Bank holidays and Good Friday, time and a half. All meal times to be charged. Minimum charge, eight hours.

Early Morning Overtime.—Members required to commence work before the ordinary time of starting shall be paid at the rate of time and a half until the usual hour of starting. Before six a. m., double time. Half-an-hour to be allowed for breakfast.

A Night's Work.—Twelve hours to constitute a night's work. Working after twelve midnight to be charged as a full night.

Fractions of Hours.—Fractions of hours to be paid for as complete hours.

Meal Times (that are paid for)—(1) Half-an-hour before working a night after a day's work in the same office. (2) Half-an-hour after each three hours work. (3) Not less than two hours during the night, including the first half-hour. (4) Saturday dinner hour: to be paid for at the ordinary hourly rate. (5) Deferred dinner hour: members called upon to work beyond the usual time for taking the dinner hour cut to receive half the hourly rate of pay, and the same additional payment for each hour beyond the first hour up till three o'clock. A cut to be allowed not later than three o'clock.

Regular Night Work.—(1) The ordinary working hours of night shifts shall not exceed 42 per week, exclusive of meal times, which are to be taken and paid for in accordance with the terms of this agreement. Monday to Friday inclusive: (2) Payment at the rate of time-and-a-half all thru. (3) Members called upon to stay beyond the recognized night's work shall charge the extra hours at night-time rate and a quarter. Saturdays and Sundays to carry the usual overtime extras.

Overtime Limit.—To be subject to regulation by the unions affected, in agreement with the London Master Printers' Association.

Bank Holiday Charge for Night Work.—Bank Holiday extra rates to be charged from twelve midnight from the night preceding the bank holiday (including Good Friday).

New York Demands of Pressmen's Union No. 51

Ordinary Overtime.—Shall be paid for at double price. No less than one nor more than three hours overtime to be worked in one day.

Holidays.—All holidays to be paid for, and at a triple price if worked. No less than a full day at triple price to be worked.

Night Work.—5 nights of 8 hours, 40 hours, at $5.00 over day scale. Decrease of 5 hours; increase in differential $3.00.

Third Shift.—5 nights of 6½ hours, 32½ hours.

Sub Rates.—Price and one quarter for all time worked less than the full week.

Meal Times.—Pressmen shall not work during a one-hour regular lunch time. One-half hour for lunch to be allowed after one hour's overtime is worked.

A Hint to Lloyd George

If the British government cannot find a professional diplomat for the embassy at Washington, it might send us a James Russell Lowell.—*Springfield Republican.*

Who is there among English men of letters to-day who would fill the bill? asks the Syracuse *Post-Standard.*

Rudyard Kipling? He is too confirmed an imperialist to be acceptable at the court of Woodrow; and besides he doesn't like us very well.

H. G. Wells? He would add to the color and gayety of life in Washington, which is in need of both, but he would be a constant source of anxiety to the home office.

George Bernard Shaw? We enjoy his cynical observations upon British politics, literature and society, but we do not yearn to receive his exasperating attentions ourselves.

Arnold Bennett? His latest work discloses that he cannot see beyond the Five Towns.

Sir Arthur Conan Doyle and Sir Arthur Quiller-Couch qualify on literary achievement, but we can't see either as ambassador to Washington.

Why not the Canadian novelist who moved to England, went to Parliament, attached "Rt. Hon. Sir" to his name and collected some degrees from the universities? Gilbert Parker would do.

STENOGRAPHERS and school teachers are mostly all girls, but not all girls need become typists and school marms. A new Holt book, "The Girl and the Job," shows how they may find a career as bacteriologists, draughtswomen, architects, and in countless other professions of which the average girl doesn't dream.

A St. Louis Welcome to the New Bookshop

William Marion Reedy Gives Editorial Blessing in "The Mirror"

It would seem to the book-trade that it is a favorable sign for bookselling interests, when the advent of a new bookstore to a city brings forth editorial comment in its leading weekly. Says Mr. Reedy in the last number of *The Mirror:*

"New York is going to see to it that St. Louis has an up-to-date bookstore. Doubleday, Page and Co., publishers, are to open one in the new Arcade building. It will be a book shop and that only. It will sell not only books published by Doubleday, Page and Co., but books by any and all publishers. The only places you can buy books now in St. Louis are at the department stores. Those stores have good book departments. At them you can get any book you go for. But that isn't all there is to a bookstore. A bookstore should be so conducted as to make people buy more books. This can be done by advertising in the right way. But the book shop should be in charge of a man who knows and loves books, a man who doesn't regard books as commodities bought for such a price to be sold at another price netting a profit. The book shop owner and his clerks should so know and care for books that they must be anxious to have other people share their joy in the books, not merely to have people buy them. A book lover running a book shop can sell five books where the mere mercantilist can sell one. A good book salesman can make you want a book so badly you can't help buying it. There's mighty little book-salesmanship these days. You go into a bookstore and look around and if you don't see what you want and ask for it, nobody psychologizes you and brings to your attention books you'd want if you saw them. Doubleday, Page and Co. are going to sell books in the way people who care for books can sell them. They won't 'shanghai' you into buying books as book agents do. They will have the book you want and they will have for you the book you didn't know you wanted until they tell you about it. Their manager and clerks will know how to talk about the insides of books. There are some such people in the book sections of our department stores. There should be more. There has long been need of a St. Louis bookstore in which book lovers can loaf and meet their kind, as did the "Saints and Sinners" at McClurg's in the days of Eugene Field and Dr. Frank Gunsaulus and Melville Stone and others in Chicago in the eighties and nineties. There would be quite a gang at such a place: Fred Lehmann, George J. Tansey, John H. Gundlach, Charles P. Senter, Will Papin, Father Wilbur, Otto Heller, Ernest R. Kroeger, Tom Macauley of the U. S. treasurer's office, Charles F. Krone, R. S. Colnon, Charles Claflin Allen, W. K. Bixby—all these book-lovers and buyers come readily to mind, but there are hundreds more, doctors, lawyers, engineers, newspapermen, clergymen of all denominations. They should have a 'hang-out.' It would be an interesting place. It would be a new kind of civic center, a sort of academy and porch combined. I think the new Doubleday, Page and Co. bookstore will help sales at other places. It will make more book-buyers. It should make more booksellers too. And when the bookish bunch in our town get tired of loafing at the D. P. and Co. place, they can adjourn to the William Harvey Miner book shop out on Franklin Avenue, across the alley from Strauss' Studio—one of the most celebrated old book shops in the world, known to collectors everywhere."

Save until it becomes a habit. Buying W. S. S. is the answer.

Advice to Authors

John Murray, the English publisher, has a little private memorandum which he puts at the disposal of authors seeking advice on literary things. It requests them not to place too much confidence in the judgment of friends who have no stake in the production and success of their books. Another *obiter dictum* by the house of Murray says: "Do not suppose that good reviews will sell a book. The large majority of reviews are favorable, and it is the exception to see a real cut-up. Indeed, a good slashing review will sometimes do more to sell a book than a dozen favorable notices."

A SPECIAL

RARE BOOK NUMBER of Publishers' Weekly

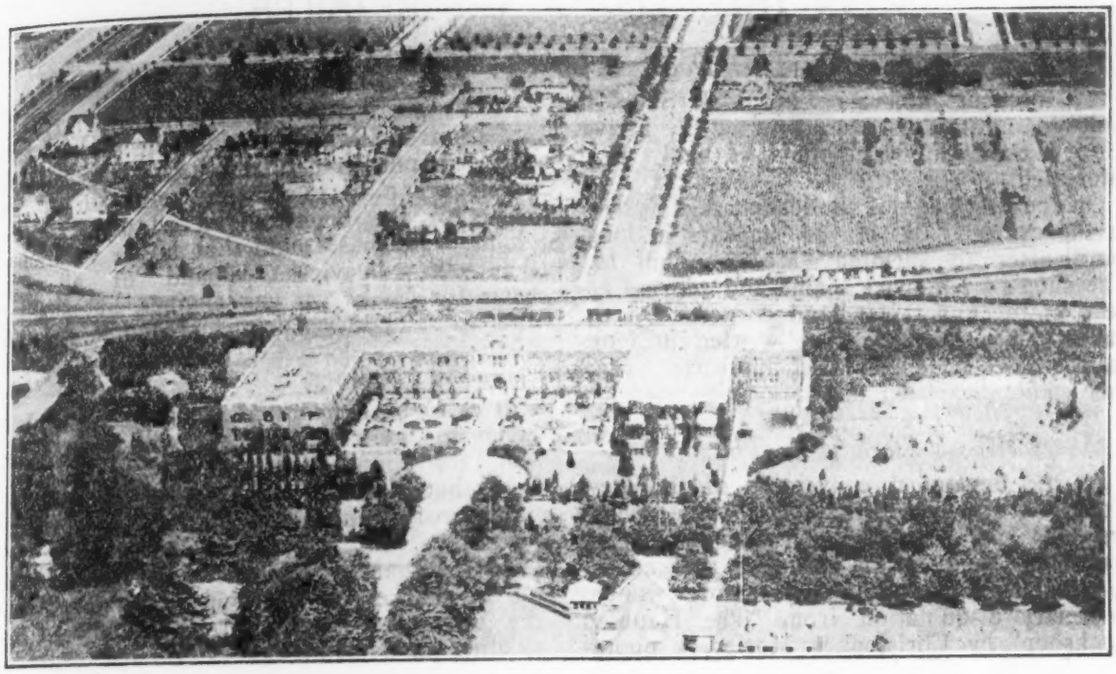
ON OCTOBER 4th

This issue will contain special articles on the old and rare book business by prominent dealers both here and abroad, and will serve to mark the opening of what is likely to prove the most busy and prosperous year that this section of the book-trade has ever known.

Beginning with this number and continuing weekly thereafter Mr. Frederick H. Hopkins will contribute reports and comments on the auctions and the rare book situation in general and a special section of the "Weekly" will be devoted continuously to this subject.

The editor will particularly welcome news notes and announcements from subscribers to be used in the Rare Book Number of October 4th.

THE PUBLISHERS' WEEKLY.



THE COUNTRY LIFE PRESS UNDER THE AIRPLANE'S CAMERA

The Government located one of its busiest aviation fields so near to the Doubleday, Page & Co. establishment at Garden City, Long Island, that the snap of motors in the air has been as common as the tap of typewriters in the office. The famous Doubleday waste basket for rejected manuscripts can almost be made out thru the windows in the right wing of the picture.

English Book-Trade News

From the London Correspondent of the PUBLISHERS' WEEKLY

BRITISH BOOKSELLING BOOMING

The promised land of bookselling is in Great Britain to-day. The bookshops and bookstores are chockful of books of all kinds, chiefly cheap reprints, but recent regular publications are there too, altho the big work by General French has not, as the saying goes, set the Thames on fire. It is in demand, but not so much as anticipated. It made a sensation in the *Daily Telegraph*, but in book form the gallant General's opinions have not been swallowed so readily. Of course, the summer demand has simply inundated the bookseller and the publisher with orders. If a book is not bought for the seashore, it is bought to drive away the care which has come to everyone as a result of the industrial upheavals, and the number is legion. It is really a good thing for literature that the bookbuying public, and it is increasing, is just as willing or ready to pay 7/- or more shillings for a novel, as it was for 4/6, 5/- and 6/-. This is all to the good. Fiction will never be published again at prices other than net. Just what it may come to be, one cannot say. It will depend upon the length. Altho this is the holiday season, publishers' salesmen are mailing sheafs of orders for the fall books. If England is spending money lavishly, in spite of the grave warning from the Government, she is not forgetting to buy books. The future welfare of the country will turn upon education in the broad sense, and the way to it is via the good book. Costs of manufacture, consequent upon advances in all those things which go to make a book, labor, rent, rates and taxes, have gone up 100%; but still the returns are soaring, and splendid reports come from all parts. Give us books,—we must have books (light books granted)—but there is always the chance that the best will be read. The ephemeral book gets scant opportunity to live nowadays, and is it a hopeful sign to see the suburban clerk, the smart stenographer, and the little seamstress (by accident probably) reading the masterpiece, which is but a name to them, but which fascinates them, nevertheless! The promised land of bookselling is here!

Imperial Preference on Leather

The present scarcity of hides and binding leathers is not going to be eased by such reports as the one just received by cable from the American consul at Calcutta, who, under date of August 27, 1919, states that an embargo has been placed upon the export of hides and skins from British India to destinations outside the British Empire, except under license.

IN THE FIELD OF THE RETAILER

A Personal Touch That Pays

At frequent intervals The Book Shop, in Chicago, notifies its customers of the arrival of new books in which they are likely to be interested.

On the first page of the leaflet, says *System*, in the center, "Mr. Hayes" appears in longhand after the printed "Memorandum to." The shop's trade-mark, name and address appear in the upper left-hand corner. On the inside pages the titles are written in longhand. Sales have increased appreciably since this leaflet has been used.

Whose Store Was This?

At the September convention of the New York Library Association one of the speakers, who had been connected with the library war work, told, as an anecdote, that an inquirer at one of the eastern bookstores wanted to verify a quotation from "The Haunted Bookshop" by Christopher Morley, a quotation that she wished to use in publicity work. The salesman in the book department said that she did not recognize the title of the book, and, after ascertaining from the inquirer that it was fiction, she searched for the work under the alphabetically arranged fiction. Not being then able to produce it, she inquired politely, "As we seem to be out of that book, would not this fine new story by Harold Bell Wright answer instead?"

Next to Fiction in Sales

Writing home to *The Sphere* of his American observations on the book-trade, Mr. Clement K. Shorter says:

"In one corner of every bookshop in the United States and Canada—and it is now a very substantial corner—you will find a great variety of books which go under the general heading of the 'Spook department.' The passion in the United States and Canada for all that Sir Oliver Lodge and Sir Arthur Conan Doyle stand for is enormous. There seem to be scores of books dealing with psychical research, planchette nonsense, and kindred topics."

Starting A Store

As an example of how the business of bookselling casts its fascinations around those in other occupations, a quotation from a recent letter from San Francisco is interesting.

David Reed, who opened the Utility Book Shop at 63 McAllister St. this summer, writes: "I have started a book-shop near the Public Library, and as I make pretty good money on the side as a telegrapher and sleep at the shop, I intend to stick to it. It's a hobby that saves me, as a young man, from many extravagances and sins, and I hope, as an old man, from ennui. I intend to build up this business so that some day I shall not have to telegraph. I am studying bibliography in order to specialize in rare books."

Auto Repair Books

The reports from the American Library Association of its activity with the soldiers and the demands that it received for vocational books are a very valuable indication of the needs of the bookstore in all parts of the country. It has found that in the vocational field the heaviest demand of all has been for books on gas engines, automobiles and automobile repairing; second in demand have been books on agriculture; and third, books on retailing.

It is to be hoped that the prominence thus given to the retailing field will show those who are going back into it that this is a field that demands preparation just as any other profession, and that they are to be prepared to be not merely merchants but *good* merchants. There are numerous books in the market on the field of retailing, and the bookstores should have no difficulty in meeting the demands that are coming for them.

For the Theater-less

While the New York theaters were dark and other cities of the country were beginning to suffer from the same complaint, there was a prompt realization in the book-trade that this opened up an unusual opportunity to prove that the book is a real competitor with the play in affording an evening's diversion.

As this aggressive attitude by the book-trade is an important thing to maintain and as there are plenty of communities that lack plays worth going to, it is worth while for the bookseller to keep the arguments for the book in mind and to present the point occasionally in his advertising and displays.

The best piece of book advertising which appeared during New York's dark season was a ten-inch double column ad of Harper's which appeared in the New York *Times* in the same columns as the curtailed theater announcements.

The heading for this advertisement, which listed eight of the most popular new books, was as follows:

To the Theaier-Going Public

Now that you can't go to the theater, what are you doing for amusement?

How about books? Do you know that books can give you more entertainment for less money than the theater? Try it,—just once.

Stop in at any book store, or department store carrying books, at any hotel or railway station and buy the book described below that best strikes your fancy. You will find enough entertainment in one of these books to take up more than one evening, and when you have finished the book it may be passed around to the other members of your family. TRY IT!

AMONG THE PUBLISHERS

THE NEXT volume to be published in Dutton's limited edition of Leonard Merrick is "The Man Who Understood Women."

BOOKSELLERS who have calls for code books will find in the autumn catalog of C. Bensinger Co. (New York), a full list of all popular codes with publishers' present prices.

HOUGHTON MIFFLIN Co. announces still another reprinting of Katharine Newlin Burt's new novel "The Branding Iron" which makes the total sale of this book for the first month 45,000.

AMONG interesting books to appear shortly from Moffat, Yard & Co. will be a new Rita Wellman novel, "The Wings of Desire," "Little Miss Muffet," a love story by Elizabeth Kirkby, and Grant Overton's intriguing title, "Why Authors Go Wrong."

JOSEPH HERGESHEIMER'S latest book, "The Happy End," a collection of short stories reprinted from the *Saturday Evening Post,* is soon to be followed by "a very modern-day novel" entitled "Linda Conden," also published by Alfred A. Knopf.

IT MUST BE a pleasant task for Robert S. Lynd, the head of Scribner's publicity, to send forth enthusiastic comments on the English Robert Lynd's book of essays which the Scribner's have published entitled "Old Masters and New." No recent book of literary essays has received such unanimous approval.

A NEW and enlarged edition of the Funk and Wagnalls Desk Standard Dictionary has just been issued. The work has been revised from end to end and a large number of new words brought into current use by the war have been added to its vocabulary, bringing it absolutely up to date in every respect.

AT A recent meeting of the Jewish Publication Society it was announced that among the books to be published within the year would be a biography of Baron de Hirsch, the fifth volume of the "Legends of the Jews," a volume by Dr. Israel Abrahams of Cambridge entitled "By-Paths in Hebraic Bookland," and an American Jewish Year Book which is to contain articles on Jewish contributions to the World War and a complete directory of national and local organizations in the United States.

"WHEN the Workmen Help You Manage" is the title of a new book announced for early publication by the Century Co. The author is William R. Basset, a member of a well-known firm of industrial and consulting engineers. The book comes as the result of his study of the relationship between employers and employees and of his long experience in testing his theories. It is the story of theory which has already been put into practice in all parts of the country.

FREDERICK MARTENS' book on "Violin Mastery" just issued by Stokes is a group of talks on the important phases of technique with the world's leading performers.

A NEW little story by Dr. Henry Van Dyke, "The Broken Soldier and the Maid of France," will interest his many admirers. It is to have the Harper imprint.

"UNCONDUCTED WANDERERS" by Rosita Forbes, John Lane Co., is a travel book of most attractive form. The long open page with four line initials and the photographs printed two to the page on paper with a slight tint have come out well.

OF SEPTEMBER books in the trade field Holt's edition of the d'Aulnoy's Fairy Tales under the title "The Children's Fairy-Land" is worth attention. The silhouette pictures scattered plentifully thru the text are extremely successful and the lining pages most attractive.

NOT IN YEARS has there been a biographical volume of such universal appeal as "Theodore Roosevelt's Letters to His Children" which the Scribners brought out this month. Depicting as no other work could, the intimate, affectionate and decidedly human side of the great American, the book is enjoying a great sale.

THE DORAN Co. has just brought out "Our Casualty," a collection of stories by G. A. Birmingham, the well-known Irish writer, giving a glimpse of the human side of the war as it was experienced by British Tommies and stay-at-homes who wanted to fight.

JEREMIAH W. JENKS, director of the Far-Eastern Bureau, furnishes a very appreciative introduction to a new book which is bound to create much discussion. This book, "The Oriental Policy of the United States," by Henry Chung, Korean Envoy to the Peace Conference, ought to prove of special value just now when the people of the United States need to see and study as clearly as possible the views and opinions of Orientals. It will be published immediately by the Revell Co.

THRU SOME inexplicable slip on the part of the editor of this column Holworthy Hall's latest book "The Six Best Cellars" was recently credited to Doran instead of to Dodd, Mead & Co. A unique title is half the secret of success, so it is said, but the above experience leads a canny person to remark "Beware lest the title prove too attractive and alluring, causing an imaginative editor to wander from facts at hand, to the detriment of such all-important items as the authenticity of names and the claims of publishers!" Our apologies to Dodd, Mead & Co. together with our best wishes for the further sale of their book.

CHANGES IN PRICE

D. APPLETON & CO.

The following works of A. Conan Doyle have been changed from $1.50 to $2.00:
Round the Red Lamp.
Stark Munro Letters.
The Exploits of Brigadier Gerard.
Rodney Stone.
A Duet with an Occasional Chorus.
Uncle Bernac.

THOMAS NELSON & SONS

Nelson's New Century Library, per volume, from $1.50 to $1.75.
Nelson's de Luxe Edition of Standard Authors, from $2.00 to $2.50.

ISAAC PITMAN & SONS

Practical Course in Touch Typewriting, Smith, Stiff Paper, 70 c.; cloth, $1.
In the Starry Heavens, Ball, $1.60.
Great Astronomers, Ball, $1.60.
Direct-Current Engineering, Barr, $4.80.

CHARLES SCRIBNER'S SONS

Owing to the cost of manufacture it has been necessary to increase the price of the following:
Galworthy's "Saint's Progress," $1.75.
Joslyn Gray's Juveniles, four titles, $1.50 ea.
Scribner $2.50 Juveniles, Wyeth, etc., $3.00 ea.
van Dyke—Blue Flower, etc., leather, including "Valley of Vision," $2.50 ea.
Barrie Novels, etc., leather, 10 volumes, $2.50 ea.
Gregory's "Judith of Blue Lake Ranch," $1.75
Clifford's "Miss Fingal," $1.60.
Turner's "Simple Souls," $1.60.

EDWARD J. CODE

"The Bartlett Mystery," now $1.75.
"Shorty McCabe Gets the Hail," now $1.75.

A Correction

In our article, August 23rd, on the publishing and bookselling activities of the Russian Co-operative Unions, it was mentioned that they owned 17 printing shops employing 1071. This figure covers Siberia alone, and the total for the whole of Russia would be about ten times that figure.

The Largest Motion Picture House

Among the recently announced directors of the new Capitol Theater, said to be the largest motion picture house in the world, which will open in New York in the course of a few weeks, are General T. Coleman du Pont, Robert W. Chambers, the writer, George H. Doran, the publisher and Frank H. Hitchcock, former Postmaster-General.

Colonial Stuff

I like most things colonial,
And "Dames," and "Daughers," too,
But when it comes to old-time books,
I'm stumped, I am; are you?

For instance, this is what I read
On page 294.
"Affafination, fo we fee,
If preffing on uf fore."

A's other words are plain enough,
You'll please explain to me
The game as played by printers of
The 18th century.

—*V. V. M. B. in Exchange.*

Obituary Notes

LEONID ANDREYEFF, the Russian author, died suddenly at Mustamaeki, Finland, on Friday, September 12. Death is said to have been directly due to an attack of heart disease, following a Bolshevist raid in which a bomb was dropped near his residence. Andreyeff was well known as an author of the Maxim Gorky school, having to his credit such novels as "The Red Laugh," "The Seven That Were Hanged," "The Sorrows of Belgium," etc. In addition, he wrote several sketches for stage presentation. During the war he was a constant contributor to periodicals and newspapers, writing on a variety of political subjects of importance.

Periodical Notes

Everyday Engineering Magazine, now in its seventh year, will shortly appear under the imprint of Norman W. Henley Publishing Co., which took over the control of it several years ago. The Henley Co. is also the proprietor of the Henry Carey Baird business which recently removed from Philadelphia to New York.

L'Aeronautique is the title of a new monthly review published by Messrs. Gauthier-Villars et Cie, 55, quai des Grands-Augustins, Paris, of which the first number has just appeared. It is issued with the co-operation of the Military and Naval Air Service authorities, and produced with a very attractive format.

THE first number of a new illustrated quarterly, called *Out and Away*, has been published by G. Heath Robinson and J. Birch, London. It is devoted mainly to nature and travel interest. A feature of the magazine is the reproduction of color and line drawings by R. E. Higgins, Bert Thomas, C. E. Brock, W. Heath Robinson, and other artists. The price is 2s. 6d. net.

Business Notes

NEW YORK, N. Y.—The book publishing activities of the Hearst organization are now to be carried on under the new corporation name of Cosmopolitan Book Corporation with the offices as before at 119 West 40th Street. Mr. Harold C. Kinsey is secretary of the new corporation.

NEW YORK, N. Y.—Duffield Company will remove October 1 from 211 West 33rd St. to 211 East 19th St.

NEW YORK, N. Y.—Patrick F. Madigan, dealer in Autograph Letters and rare books, has returned to 8 West 47th Street, where he has greatly increased space for his exhibits.

NORTHAMPTON, MASS.—The Hampshire Bookshop is expanding to include the second floor of the building.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25cm.); D. (12mo: 20cm.); S. (16mo: 17½cm.); T. (24mo: 15cm.); Tt. (32mo: 12½cm.); Ff. 48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Abbot, Willis John

The story of our merchant marine; its period of glory, its prolonged decadence and its vigorous revival as the result of the world war; il. by Ray Brown. 14+373 p. pls. O c. '02-'19 N. Y., Dodd, Mead $2.50 n.

Adds to author's "American Merchant Ships and Sailors" account of the steps taken in re-establishing the American merchant marine.

Abdy, H. Bennett

On the Ohio; il. by Rowena Meeks Abdy—the "painter lady"—from sketches, etc., made during the voyage. 14+300 p. pls. maps O c. N. Y., Dodd, Mead $2.50 n.

Record of a thousand-mile sketching trip made on the Ohio River.

Adami, John George, M.D.

Medical contribution to the study of evolution. 18+372 p. il. pls. tabs. O '18 N. Y., Macmillan

Considers subject under the three main divisions: Adaptation and disease; Heredity and adaptation; On growth and overgrowth. Index.

Adams, Brooks

The emancipation of Massachusetts; the dream and the reality. Rev. and enl ed. 6+534 p. O c. '87-'19 Bost., Houghton Mifflin $2.50 n.

Includes a new 163 page preface written by author giving an interpretation of the dynamic theory of human history.

Akins, Zoë

Cake upon the waters; il. by Lucius W. Hitchcock. 224 p. pls. D c. N. Y., Century Co. $1.35 n.

Humorous novel of contemporary life.

Atherton, Mrs. Gertrude Franklin Horn

Transplanted; a novel. [New rev. ed.] 339 p. D c. '98-'19 N. Y., Dodd, Mead $1.60 n.

Published formerly under the title "American Wives and English Husbands.

Barbour, Ralph Henry, and Holt, H. P.

Fortunes of war; il. by C. M. Relyea. 352 p. D c. '18-'19 N. Y., Century Co. $1.50 n.

Account of the adventures of a boy of the Maine coast who buys a schooner and undertakes a voyage to France during the war.

Bassett, Sara Ware

The harbor road; il. by F. A. Anderson. 300 p. D c. Phil., Penn Pub. $1.50 n.

Story of a Cape Cod family and their venture at taking summer boarders.

Bender, George De Witt, comp.

Accounting and business secrets; a ready reference book of accounting principles, forms, charts, rules, tables, outlines and other information for business men, executives, office managers, accountants, bookkeepers and clerks. 64 p. tabs. forms diagr. O c. Seattle, Wash., G. De Witt Bender [2219 N. 42nd St.] $3

Bent, Arthur Cleveland

Life histories of North American diving birds; order Pygopodes. 245 p. pls. (part col.) O (U. S. National Museum bull. 107) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. $1

Averill, W. A.

The ages of pupils and their progress through the elementary grades. 54 p. tabs. diagrs. O (Univ. of the State of New York bull. 665) ['18] Wash., D. C., W. A. Averill, 1735 First St., N. W. pap. 40 c. n.

Bailey, Solon Irving, and others

Variable stars in the cluster Messier 15. 250 p. front. tabs. diagrs. Q (Annals, v. 78, pt. 3) Cambridge, Mass., Harvard Coll. Astronomical Observatory pap. $1.25.

Batdorf, John William

The truth about the rising cost of foods; the remedy through organization methods; co-operative community council stores. 30 p. por. D c. '14-'19 N. Y., Anti-Socialist Press pap. 10 c.

"The workers party," its campaign book, and the aftermath of war; the people's plan to settle the railway problem. no paging D c. '18 N. Y., Anti-Socialist Press pap. 10 c.

Beatty, James McGregor

Illustrious madmen of the ages; being the testimony of the world's greatest scientists and others regarding spiritualism and its psychical phenomena together with a spiritualistic encyclopedia of the Old and New Testaments. 127 p. D [n. d.] Los Angeles, Cal., J. M. Beatty, Box 1438 pap. 50 c.

Binns, Leonard Elliott
Mr. Wells' Invisible king; a criticism. 11+111 p. D N. Y., Macmillan $1.40 n.
Author is vicar of Christ Church, Plymouth, England.

Bjornson, Bjornstjerne
Bjornson's Synnove Solbakken; ed. with introd., notes, and vocabulary, and an appendix on Norwegian phraseology. 10+221 p. il. pls. pors. Q Minneapolis, Minn., Free Church Bk. Concern, 322 Cedar Ave. $1

Black, Henry Campbell
The relation of the executive power to legislation. 178 p. D c. Princeton, N. J., Princeton Univ. Press $1.60 n.
Discussion of the relations and respective powers of the president and congress.

Blanchard, Amy Ella
A little maid of Picardy; il. by Frank T. Merrill. 338 p. pls. D (Girls' bookshelf) [c. '19] Bost., W. A. Wilde Co. [120 Boylston St.] $1.35 n.
Girl's story of a little refugee of France.

Buckrose, J. E. [pseud. for Mrs. Annie Edith Foster Jameson]
Marriage while you wait. 315 p. D [c. '19] N. Y., Doran $1.60 n.
Story of readjustment centering about two young people who marry during the war.

Burton, Theodore Elijah
Modern political tendencies. 119 p. front. D c. Princeton, N. J., Princeton Univ. Press $1.25 n.

Cajori, Florian
A history of mathematics. 2d ed., rev. and enl. 8+514 p. diagrs. O c. '93-'19 N. Y., Macmillan $4 n.

Caldwell, A. B., ed.
History of the American negro. [v. 3] South Carolina ed. 757 p. pors. O Atlanta, Ga., A. B. Caldwell Pub. $3

Campbell, Thomas M.
The life and works of Friedrich Hebbel. 257 p. (4 p. bibl.) O (Studies in literature) [c. '19] Bost., Badger $3 n.
Study of the life of Hebbel and the particular problems debated in his plays.

Carnegie Endowment for International Peace
Year book, 1919. No. 8. 14+209 p. pls. por. tabs. Q c. Wash., D. C., Carnegie Endowment for Internat. Peace gratis

Carrington, Hereward [Hubert Lavington, pseud.]
Modern psychical phenomena; recent researches and speculations. 11+331 p. il. pls. O c. N. Y., Dodd, Mead $2.50 n.
Account of psychical researches made by author and others. Deals with instrumental communication with the spirit world, psychic photography, projection of the astral body, etc.

Cary, Mrs. M., tr.
French fairy tales; il. by E. Boyd Smith. 6+287 p. pls. O [c. '87-'03] N. Y., Crowell $1.25 n.
Collection of over thirty tales taken direct from old French sources.

Channing, Edward
A student's history of the United States. 4th rev. ed. 31+627+29 p. (bibls.) il. pors. maps (part col.) D c. '97-'19 N. Y., Macmillan $1.80 n.

Chapman, Sydney John, ed.
Labour and capital after the war, by various writers; with an introd. by J. H. Whitley. 10+280 p. D '18 [N. Y., Macmillan] $2 n.
Discussion of after-war relations between employers and employed by prominent English men and women.

Chase, Joseph Cummings
Drawing made easy. 146 p. il. D (Made easy ser.) [c. '19] N. Y., Clode $1 n.

Chase, Joseph Smeaton
California desert trails; with il. from photographs by the author; and an appendix of plants, also hints on desert travelling. 12+387 p. pls. O c. Bost., Houghton Mifflin $3 n.
Account of horseback wanderings in the Colorado desert of Southern California, by author of "California Coast Trails."

Clemens, Samuel Langhorne [Mark Twain, pseud.]
Saint Joan of Arc; with il. in col. by Howard Pyle; decorations in tint by Wilfred J. Jones. 13+32 p. mounted pls. O [c. '97-'19] N. Y., Harper $1.50 n.
Account of the life of Joan of Arc.

Clouston, Joseph Storer
Simon. 320 p. D [c. '19] N. Y., Doran $1.50 n.
Detective story dealing with a murder mystery.

Cobb, Stanwood
Simla; a tale of love [verse]. 145 p. D [c. '19] Bost., Cornhill Co. bds. $1.25
Long poem in which are united Oriental asceticism and the New World love of life and action.

Coe, Fanny E., comp.
The second book of stories for the storyteller. New ed. 14+209 p. col. pls. O '19 c. '13 Bost., Houghton Mifflin $1.75 n.
New gift edition.

Cohen, Octavus Roy
Polished ebony; il. by H. Weston Taylor. 309 p. pls. D c. N. Y., Dodd, Mead $1.60 n.
Stories dealing with the modern Southern society negro. *Partial contents:* All that glitters; The amateur hero; Tempus fugits; Backfire; Painless extraction.

Blasdale, Walter Charles
A preliminary list of the Uredinales of California. 101—157 p. Q (Pubs. in botany v. 7, no. 5) Berkeley, Cal., Univ. of Cal. pap. 50 c.

Carter, Henry Rose
Malaria: lessons on its cause and prevention; for use in schools. (Rev. ed. April, 1918) 20 p. pls. diagr. O (U. S. Public health service) '18 Wash., D. C., Gov. Pr. Off. pap.

Chatterton, Willowdean
Winning the war; a thrift play. 16 p. O '18 Wash., D. C., Gov. Pr. Off. pap.

Clark, Rachel M.
Canadian tours. 24 p. il. fold. map nar. O c. '19 [Buffalo, N. Y., Matthews-Northrup Works] pap. 50 c.

Coll, Charles J.
Dancing made easy. 153 p. il. por. D (Made easy ser.) [c. '19] N. Y., Clode $1 n.

Collins, Archie Frederick
Jack Heaton, wireless operator; with 8 il. by R. Emmett Owen. 245 p. pls. D [c. '19] N. Y., Stokes $1.50 n.
Boy's story of adventure giving information concerning wireless telegraphy.

Crandall, Bruce Verne
The carman's helper. 213 p. il. diagrs. O [c. '19] Chic., Railway Educational Press $2.20

Cummins, G. D.
The land they loved. 326 p. D c. N. Y., Macmillan $1.75 n.
Story of Ireland dealing with the tragedy of the Irish soldier in the great war.

Cunningham, Albert Benjamin
The chronicle of an old town; a novel. 326 p. D [c. '19] N. Y. and Cin., Abingdon Press $1.50 n.
Story of village life.

Curtis, George William
Prue and I; and The public duty of educated men; ed. by Vincent B. Brecht. 24+224 p. por. T (Macmillan's pocket classics) c. N. Y., Macmillan 32 c.

Cushman, Ralph Spaulding, D.D., and Bellinger, Martha F.
Adventures in stewardship. 166 p. D [c. '19] N. Y. and Cin., Abingdon Press 75 c. n.
Collection of anecdotes and semi-official reports contributed as a result of the centenary and four-weeks' stewardship campaign of the Methodist Episcopal Church. Index.

Dana, Richard Henry, jr.
Two years before the mast; with an introd. by Sir Wilfred Grenfell; and il. by Charles Pears. 9+415 p. col. pls. D (Golden books for children) [c. '11] Phil., McKay $1.25 n.

David, Evan John
Aircraft; its development in war and peace and its commercial future. 13+379 p. pls. diagrs. O c. N. Y., Scribner $3 n.
Non-technical description of the development of aircraft from its earliest stages thru the completion of the successful Atlantic flights. Includes a forecast of commercial possibilities.

Davies, Mary Carolyn
A little freckled person; a book of child verse; with il. by Harold Cue. 14 p. pls. col. front. D c. Bost., Houghton Mifflin $1.25 n.

Dawson, William Harbutt
The evolution of modern Germany. New and rev. ed. 444 p. tabs. O N. Y., Scribner $5 n.

Dell, Ethel May
The lamp in the desert. 9+537 p. front. D c. N. Y., Putnam $1.75 n.
Story having its setting in India and dealing with a man who is willing to sacrifice fame, ambition and even life to shield the woman he loves.

Dorland, William Alexander Newman
What Billingsgate thought; a country gentleman's views on snobbery. 5+183 p. D c. Bost., Stratford Co. $1.50
Written in the form of letters supposed to be from a country gentleman to his son, dealing with snobbery.

Dresser, Horatio Willis
A history of the New Thought movement. 9+352 p. D [c. '19] N. Y., Crowell $2 n.
Appreciative study of the New Thought movement. Companion volume to author's "The Spirit of the New Thought." Index.

Dromgoole, Miss William Allen
Rare old chums. (Cosy corner ser.) Bost., Page 50 c. n.

Du Puy, William Atherton
Uncle Sam, fighter; with 15 il. from photographs. 304 p. pls. D [c. '19] N. Y., Stokes $1.50 n.
Account of how the United States prepared, cared for and used its army in the present war.

Evans, Lt.-Col. Frank Edgar
Daddy Pat of the marines; being his letters from France to his son Townie. [Children's ed.] 5+153 p. D [c. '19] N. Y., Stokes $1.25 n.

Ewart, Frank C.
Cuba y las costumbres Cubanas. 14+157 p. il. music D [c. '19] Bost., Ginn 76 c.
Reader for first and second year Spanish students.

Curtiss Aeroplane and Motor Corporation
The flight across the Atlantic. 88 p. col. front. il. pors. maps O c. N. Y., Curtiss Aeroplane & Motor Corp. [52 Vanderbilt Ave.] $1; pap. 25 c.

Cushman, Robert Asa
Notes on certain genera of ichneumon-flies, with descriptions of a new genus and four new species. 373—382 p. il. O (U. S. National Museum proceedings v. 56) Wash., D. C., Gov. Pr. Off.

Dall, William Healey
Descriptions of new species of mollusca from the North Pacific Ocean in the collection of the United States National Museum. 293—371 p. O (U. S. National Museum proceedings, v. 56) Wash., D. C., Gov. Pr. Off: pap.

Darling, Charles H.
The jargon book. 57 p. O c. '19 Aurora, Ill., Aurora Co., Box 277 pap. 25 c. n.

De Neuflize, Jacques, Baron
France—her problems, how she is handling them: an address. 16 p. D N. Y., La France, 220 W. 42d St. pap.

Du Mez, Andrew Grover
Digest of comments on The pharmacopœia of the United States of America and on the National formulary for the calendar year ending December 31, 1915. 455 p. O (U. S. Hygienic laboratory bull. 118) Wash., D. C., Gov. Pr. Off. Supt. of doc. 35 c.

Dunlap, Boutwell
Augusta County, Virginia, in the history of the United Sates. [2d ed.] 81—145 p. O [n. d.] Frankfort, Ky., State Historical Soc. $1

Eastman, Ermon Dwight, and Duschak, Lionel Herman
The vapor pressure of lead chloride. 16 p. il. pl. tabs. diagr. O (U. S. Bu. of Mines, tech. pap. 225) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Fabre, Jean Henri Casimir
The life of the spider; tr. by Alexander Teixeira de Mattos; with a preface by Maurice Maeterlinck; il. by Clement B. Davis. [New ed.] 404 p. pls. O '19 c. '12 N. Y., Dodd, Mead $3 n.

Faris, John Thomson
Seeing Pennsylvania; with front. in col., 113 doubletones and 2 maps. 349 p. pls. O c. Phil., Lippincott $5 n.
Points out places of scenic interest in Pennsylvania tracing eight distinct routes practicable for the automobile or foot traveller. Index.

Fauley, Wilbur Finley
Jenny be good. 326 p. col. front. D [c. '19] N. Y., Britton Pub. $1.50 n.
Story of a country girl who makes her way to fame in New York.

Fernández, Arturo, and Purdie, Joseph M., comps. and eds.
Trozos selectos; with questions, exercises, outlines, notes, and vocabulary. 8+280 p. D [c. '19] N. Y., Holt $1.12

Fowler, Harry Alfred, ed.
A directory of bookplate artists; with notes concerning their work. 21 p. O c. Kansas City, Mo., Alfred Fowler [17 Bd. of Trade Bldg.] pap. 50 c. (250 copies)

Frederiksen, Johan D.
The story of milk. 20+188 p. il. pors. D c. N. Y., Macmillan $1.75 n.
Author is general manager, Charles Hansen's Laboratory, Little Falls, New York.

Freeman, Lewis R.
Sea-hounds; with il. from photographs by the author. 309 p. pls. O N. Y., Dodd, Mead $2 n.
Experiences of the British navy during the war. Author was official "writer-up" for the navy.

Gantt, Henry Laurence
Organizing for work. 5+113 p. fold. charts D c. N. Y., Harcourt, Brace & Howe [1 W. 47th St.] $1.25 n.
Suggestions dealing with the effective working of our combined industrial and business systems. Index.

Garstin, Crosbie
The mud larks. 213 p. D [c. '19] N. Y., Doran $1.50 n.
Humorous war sketches of army life which have appeared in *Punch*.

Garvie, Alfred Ernest, D.D.
The purpose of God in Christ. 223 p. D N. Y., Doran $1.50 n.

Gordon, Elizabeth [Mrs. George Edwin Canfield]
Billy Bunny's fortune; il. [in col.] by Maginel Wright Enright. no paging sq. D (Sunny book ser.) [c. '19] Chic., P. F. Volland Co. 60 c. bxd.

Graeve, Oscar
Youth goes seeking. 297 p. D c. N. Y., Dodd, Mead $1.60 n.
Realistic novel of New York shortly before America's entry into the war dealing with a wealthy young man who determines to get in touch with real life.

Gregory, Sacha
Yellowleaf. 319 p. D c. Phil., Lippincott $1.50 n.
Story of modern London social life.

Griffith-Jones, Ebenezer
The ascent through Christ. 469 p. D N. Y., Doran $1.50 n.
Re-publication.

Gruelle, John B.
Little sunny stories: The singing thread; The way to Fairyland; Mrs. Goodluck Cricket; il. [in col.] by [author]. no paging sq. D (Sunny book ser.) [c. '19] Chic., P. F. Volland Co. bds. 60 c. bxd.

Hammond, C. S., & Company
Hammond's large scale map of Siberia and northern Asia, including Mongolia, Turkestan and other former Russian possesions in Asia. 18 x 27 folded to 7¼ x 5½ inches. ['18] N. Y., C. S. Hammond & Co. pap. 50 c.

Hannay, James Owen [George A. Birmingham, pseud.]
Our casualty; and other stories. 280 p. D [c. '18] N. Y., Doran $1.50 n.
Humorous stories of the "left-at-homes." *Partial contents:* Our casualty; Getting even; A matter of discipline; Journey's end; Sir Galahad; A gun-running episode.

Harben, William Nathaniel
The cottage of delight; a novel. 426 p. front. D [c. '19] N. Y., Harper $1.60 n.
Romance of a young man who falls in love with a daughter of a religious fanatic.

Harte, Bret i. e. Francis Bret
The luck of roaring camp. Popular ed. 279 p. front. S Bost., Houghton Mifflin 90 c. n.

Finn, Laurence B.
Why private ownership of railroads cannot meet the demands of the public in matters of transportation. 64 p. O [c. '19] [Frankfort, Ky., Railroad Commission] pap.

Fischer, Arthur Homer
A summary of mining and metalliferous mineral resources in the state of Washington; ed. by Milnor Roberts. 124 p. (61 p. bibl.) fold. map O (Engineering Exper. Station ser.) '18 Seattle, Wash., Univ. of Wash. pap. 75 c.

Fisher, Herbert Albert Laurens
The place of the university in national life. 13 p. O (Barnett House papers, 4) N. Y., Oxford Univ. pap. 20 c.

Forsander, Nils
The Marburg colloquy. 40 p. D [c. '19] Rock Island, Ill., Augustana Bk. Concern 25 c.

Griffith, John Howell, and Bragg, J. Glenn
Strength and other properties of wire rope. 80 p. il. pls. tabs. diagrs. O (U. S. Bu. of Standards technologic pap. 121) Wash., D. C., Gov. Pr. Off.

Harder, Edmund Cecil
Non-depositing bacteria and their geologic relations. 89 p. il. pls. O (U. S. Geol. Survey professional pap. 113) Wash., D. C., Gov. Pr. Off. pap.

Harrison, Frederick
On jurisprudence and the conflict of laws; with annotations by A. H. F. Lefroy. 179 p. O N. Y., Oxford Univ. $4.75

Heaton, Walter
Temperament and sex in life and art. 144 p. O (Rational sex ser.) [c. '19] Bost., Badger $2 n.
Study of sexual understanding and, its relation to creative art.

Hecht, George J., comp. and ed.
The war in cartoons; a history of the war in 100 cartoons by 27 of the most prominent American cartoonists. 10+207 p. Q [c. '19] N. Y., Dutton bds. $2.50 n.
Collection of American war cartoons accompanied by explanatory comments.

Henderson, Daniel
Life's minstrel; a book of verse. 11+92 p. D [c. '19] N. Y., Dutton $1.50 n.
Poems have appeared in various magazines.

Hinkle, Thomas Clark
Doctor Rabbit and Brushtail Fox. 128 p. col. pls. S (Greenwood ser.) c. Chic., Rand, McNally bds. 50 c. n.
Doctor Rabbit and Grumpy Bear. 128 p. col. pls. S (Greenwoods ser.) c. Chic., Rand, McNally bds. 50 c. n.

Holliday, Carl
The grammar of present day English. 160 p. D c. Chic., Laird & Lee $1 n.

Holt, Lucius Hudson, and Chilton, Alexander Wheeler
A brief history of Europe from 1789 to 1815; with maps of military campaigns drawn by William Kelly Harrison, jr. 11+358 p. maps (part col.) O c. N. Y., Macmillan $2.75 n.
Presents the story of the French Revolution and the Napoleonic period against the background of European politics. Index.

Hornung, Ernest William
Notes of a camp-follower on the Western Front. 8+221 p. D [c. '19] N. Y., Dutton $2 n.
Collection of sketches and war experiences by a Y. M. C. A. man at the front.

Joint Commission on the Book of Common Prayer
Second report of the commission appointed by the General Convention of 1913. 20+301 p. D c. N. Y., Macmillan bds. $1.50 n.

Kelland, Clarence Budington
The little moment of happiness. 400 p. front. D [c. '19] N. Y., Harper $1.50 n.
Wartime story dealing with a young American captain of a Puritan upbringing and a broad-minded French girl.

Kingsley, Charles
The water-babies; il. by Jessie Willcox Smith. [New ed.] 9+270 p. col. pls. D [c. '16] N. Y., Dodd, Mead $1.25 n.

Knipe, Emilie Benson [Mrs. Alden Arthur Knipe], and Knipe, Alden Arthur
Vive la France; a narrative founded on the diary of Jeannette de Martigny; il. by Emilie Benson Knipe. 364 p. pls. D c. '18-'19 N. Y., Century Co. $1.50 n.
Story portraying the trials and triumphs of the French nation in its heroic resistance to the invasion of 1914.

Kreutz, Rudolf Jeremias
Captain Zillner, a human document; tr. by W. J. Alexander Worster; originally published in Scandinavia under the title Den store frase (the great phrase). 2d ed. 326 p. D [n. d.] N. Y., Doran $1.75 n.
Story of an Austrian officer, picturing the conditions in Austria during the war.

Lane, Jeremy
Yellow men sleep. 343 p. col. front. D c. N. Y., Century Co. $1.60 n.
Centers about the adventures of a United States Secret Service man who goes to China and the desert of Gobi in search of a mysterious drug.

Leeder, S. H.
Modern sons of the Pharaohs. il. O N. Y., Doran $3 n.

Lemowitz, Nathan H.
Bookkeeping made easy. 6+193 p. D (Made easy ser.) [c. '19] N. Y., Clode $1 n.

Leonard, Nellie Mabel
Grand-daddy Whiskers, M.D.; il. by Carle Michel Boog. 104 p. D [c. '19] N. Y., Crowell 75 c. n.

Logio, George Clenton
Bulgaria; problems and politics. 9+285 p. map D [N. Y., Doran] $2 n.
Account of the politics and aspirations of Bulgaria discussing the whole Balkan question in the light of past wars, economic conditions and present status. Index.

Higgins, J. D.
Free exchange; an authoritative discussion. no paging nar. S [n. d.] N. Y., Manufacturers Trust Co., 481 Eighth Ave. pap. gratis

Jelke, Ferdinand Frazier
Letters from a liaison officer. 166 p. por. O [Chic.] G. F. McKiernan (priv. pr.) (400 copies)

Jones, Edward L., jr.
A reconnaissance of the Pine Creek district, Idaho. 36 p. fold. map O (U. S. Geol. Survey bull. 710-A) Wash., D. C., Gov. Pr. Off. pap.

Kelsey, Rayner Wickersham
Centennial history of Moses Brown School, 1819-1919; with an introd. by Rufus Matthew Jones. 150 p. il. O c. Providence, R. I., Moses Brown School $2

Kerr, William Henry
Farmers' union and federation advocate and guide; one hundred reasons why farmers should unionize to adopt the minimum price system for all farm products, especially wheat, to be based on skilled union wages and overhead expenses, enforced by concerted non-delivery, if necessary; the minimum price system for all farm products, especially the big five—wheat, cotton, corn, cattle, hogs; twenty questions answered, by a wheat raiser of forty years' experience. 172 p. D c. Great Bend, Kan., W. H. Kerr pap. $1

Latourette, Kenneth Scott, and others
China, the United States and the war. China-Japanese negotiations, 1915-1918. Shantung and its status. 60 p. D (League of nations, special no.) Bost., World Peace Foundation pap.

Lesher, C. E.
Prices of coal and coke 1913-1918. 115 p. charts tabs. O (U. S. Geol. Survey. Mineral resources of the U. S., 1918—pt. 2 no. 4) Wash., D. C., Gov. Pr. Off. pap.

Lydekker, Richard
Wild life of the world; a descriptive survey of the geographical distribution of animals; il. with over 600 engravings from original drawings and 120 studies in colour. Q '18 N. Y., Warne In 12 sections $27 n.; 3 v. ea. 472 p. $35 n.; hf. mor. $45 n.

McCoy, Samuel
Merchants of the morning [verse]. 74 p. D [c. '19] N. Y., Doran bds. $1.25 n.
Poems have appeared in various periodicals.

McCutcheon, George Barr
Sherry; front. [in col.] by C. Allan Gilbert. 374 p. D c. N. Y., Dodd, Mead $1.75 n.
Story of a young man who wastes his wealth and then sets himself the task of re-building his fortune, his strength and his self-esteem.

Mackay, Rev. W. Mackintosh
The disease and remedy of sin. 308 p. D N. Y., Doran $2.50 n.

Mackenzie, William Roy
The quest of the ballad. 262 p. il. D c. Princeton, N. J., Princeton Univ. Press. $2 n.
Tale of hunting for ballads in Nova Scotia.

Martens, Frederick Herman
Violin mastery; talks with master violinists and teachers; comprising interviews with Ysaye, Kreisler, Elman, Auer, Thibaud, Heifetz, Hartmann, Maud Powell and others; with 16 pors. 9+292 p. O [c. '19] N. Y., Stokes $2.50 n.
Instructions and criticism concerning violin mastery relating the study experiences of great violinists and presenting their views on the technique of their art.

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Poems; with an introd. by G. K. Chesterton. 16+169 p. D [c. '17-'19] N. Y., Stokes $1.35 n.

Mayo, Margaret
Trouping for the troops; fun-making at the front. 149 p. por. D c. N. Y., Doran $1.25 n.
Author's account of the adventures of her troupe of six American actors and actresses of the Overseas League which furnished entertainment for the American boys at the front.

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The man who understood women; and other stories; with an introd. by W. J. Locke. [Uniform ed.] 15+419 p. O [c. '11-'19] N. Y., Dutton $2 n. (1550 copies)

Methodist Episcopal Church. Centenary Conservation Committee. Department of Spiritual Resources, comp.
Modern stewardship sermons, by representative preachers. 173 p. S [c. '19] N. Y. and Cin., Abingdon Press 75 c. n.

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Mercantile credits and collections. 20+302 p. fold. form O c. N. Y., Macmillan $3.50 n.
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Story of a youth of twenty-five who inherits a fashionable boarding school for girls and attempts to run it himself.

Mitchell, George
Little Babs; il. [in col.] by Arthur Henderson. no paging sq. D (Sunny book ser.) [c. '19] Chic., P. F. Volland Co. bds. 60 c. bxd.

Moore, Annie E.
Pennies and plans; a first reader; il. [in col.] by Maud and Miska Petersham. 124 p. D (Thrift ser.) c. N. Y., Macmillan $1.12

Nash, Wallis
A lawyer's life on two continents. 212 p. pls. pors. O [c. '19] Bost., Badger $1.75 n.
Author's account of his long and busy life—his friends, journeys, work and recreation.

Neil, Marion Harris
The thrift cook book. 373 p. pls. D [c. '19] Phil., McKay $1.25 n.
Author was cookery editor, *Ladies' Home Journal.*

Noyes, William Albert
College textbook of chemistry. 8+370 p. il. D [c. '19] N. Y., Holt $2

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The merchant marine manual. [3d ed.] 293 p. il. (part col.) diagrs. tabs. S c. '18 Bost., Yachtman's Guide $1

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Educational psychology. 9+473 p. (14 p. bibl.) il. tabs. charts O c. N. Y., Macmillan $2.40 n.
Index. Author is assistant professor of psychology, University of Wisconsin.

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Wood, Lawson, il.
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Wright, Florence Swift
Industrial nursing; for industrial, public health and pupil nurses, and for employers of labor. 10+179 p. (5 p. bibl.) il. tabs. forms D c. N. Y., Macmillan $1.25 n.
Index. Author was in charge of industrial mining for the Cheney Brothers' Silk Mills and the Clark Thread Company.

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Wills, John Gordon, and Linch, Charles
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Wilson, Edwin Bidwell
Theory of an airplane encountering gusts, III. 11 p. O (U. S. Advisory committee for aeronautics report 27) Wash., D. C., Gov. Pr. Off. pap.

Wilson, R. M., and Carroll, John H.
The nervous heart; its nature, causation, prognosis and treatment. 6+136 p. il. D N. Y., Oxford Univ. $2.50

Wiltbank, Rutledge Thornton
Transfer of training in white rats upon various series of mazes. 65 p. diagrs. O (Behavior monographs) Cambridge, Mass., Journal of Animal Behavior pap. $1

Wimmer, August
Psychiatric-neurologic examination methods, with special reference to the significance of signs and symptoms; auth. tr. by Andrew W. Hoisholt. 177 p. il. O St. Louis, C. V. Mosby Co. $2

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Gregg, Commerce of Prairies, 2nd ed., vol. 2 only.
Griffis, W. E., Townsend Harris, Boston, 1896.
Guernsey, A. H., Emerson, 1881.
Hanna, C. A., Wilderness Trail.
Harris, Uncle Remus, illus. by Church.
Harris, H. W., President Wilson.
Harrison Co., Ohio, by Hanna.
Henderson, Daniel, Great Heart, first ed.
Hill, F. T., Lincoln's Legacy.
Humboldt, Alex. von, Views of Cordilleras, etc.
Johnson, W. F., Four Centuries of Panama Canal, 1906.
Laughlin, Industrial America.

Grimwood's, 20 North Tejon St., Colorado Springs, Colo.

Boys of Crawford Basin, Hamp.
Frederick Marryat, Children of New Forest.
F. A. Lucas, Animals of the Past, McClure.
Gates, Poor Little Rich Girl.
D. E. Johnson, Chemistry and Chemical Magic.
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Mary Tileston, Book of Heroic Ballads.
Roosevelt, Hunting the Grizzly, Sagamore ed., 2 copies.
Jacobs, English Fairy Tales.
Smith, Chicken World.
Kelly, Little Citizens.
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Priscilla Guthrie's Book Shop, 516 Wm. Penn Place, Pittsburgh, Pa.

Rainbow, Lawrence.
Stiegel Glass, F. W. Hunter, Houghton Mifflin.

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Auction Prices of Books, 4 vols.
American Book Prices Current, any year.

The Harrison Co., 42 East Hunter St., Atlanta, Ga.

The Trial of Queen Caroline, 1874.

L. B. Herr & Son, 46 West King St., Lancaster, Pa.

Siberia and Exile System, G. Kennan, 2 volumes.

E. Higgins Co., Toledo, Ohio

Recollections of Guy De Maupassant, by His Valet.
Bel Ami, Guy De Maupassant.
Value of a Smile, Nesbit, pub. by P. F. Volland.

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Lacombe's Historie de l'imprimerie en France as XVe et XVIe siecles, Paris.
Pellechet's Alphabets des imprimeurs de XVe siecles avec des fac-similes.
Report of the International Commission to Inquire into the Causes and Conduct of the Balkan Wars, **Carnegie Publication, no. 4.**
Dobson's Horace Walpole, 1893.
Hausing's Das Pianoforte in Sein Akistischen Anlagen.
Anglas' Precis d'acoustique.
Zahm's Sound and Music.
Nichols and Franklin, Elements of Physics.
Clodd's Story of the Alphabet, 1900.
Flinders Petrie, Formation of Alphabet, London, 1912.

Himebaugh & Browne, Inc., 471 5th Ave., New York

Hymns of the Ages, 3 vols., published by Osgood.
Costumes of the Ancient, Thomas Haper.
Peacock Pye, Lemore.

Hochschild, Kohn & Co., Howard St., Baltimore, Md.

Contralto, Malony.
Open Boats, Stevenson Crane.
Wm. Hamilton Gibson's Edible Toadstools and Mushrooms, first edition.
Ravenel's Eliza Pinckney.

J. P. Horn & Co., 1313 Walnut St., Philadelphia

Washington, 14 vols., Letter-Press ed.
Cruikshank's Comic Almanac, 1849.
Bayard Taylor, first edition.
De Maupassant, vol. 1, Ed. de Luxe, ¾ green mor., St. Dunstan Society.

The Howland Dry Goods Co., Bridgeport, Conn.

Cassells' Photographic Encyclopedia, edited by Bernard Jones, Cassells Co.

H. S. Hutchinson & Co., 222 Union St., New Bedford, Mass.

A History of the American Whale Fishery, Walter S. Tower.
Whaling and Fishing, Charles Nordhoff.
Eighteen Months on a Greenland Whaler, Joseph P. Faulkner.
Artic Whaleman and Whaling, Rev. Lewis Holmes.
The Perils and Romance of Whaling, G. Kobbe.
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Unending Genesis, Simmons.
Omor, Typee, Herman Melville.
Hist. of the Supernatural, Howitt.
Barber's Early American Glass.

Johnson's Bookstore, 391 Main St., Springfield, Mass.

Orchards and Fruit Gardens, E. P. Powell, M.C.M.D., pub. by McClure-Phillips Co.
Journal of Arthur Sterling, Sinclair, pub. by Doubleday, Page Co.

The Edw. P. Judd Co., New Haven, Conn.

W. Churchill, Lord Randolph Churchill, 2 vols.

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Mrs. Craddock, W. Somerset Maughan.

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Fly Tying for Trout and Grayling, Henry G. McClelland.
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Peter, by F. H. Smith.
Automobile Book, 1919, volume 11, New England.

Login Bros., 1816 W. Harrison St., Chicago

Lists of medical books wanted.

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Old Poem, Affection, etc., by Henry Smithers, London, 1807, pub. T. Bensley.
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Elson, Guide to English Literature, pub. by Baker & Taylor.

Loring, Short & Harmon, Portland, Maine

Nathan, the Wise, Lessing.

Louisville Free Public Library, Louisville, Ky.

Memoirs of Old Maysville, Ky., O. B.'s Reminiscences.
Maysville, New Republican Print.

Lowdermilk & Co., Washington, D. C.

Carrington, The Private Soldier Under Washington.
Elliott, Journal of My Life During the French Revolution.
Sappho, translated by Wharton, 1907.
Washington, General, Orders of Gen. Washington, 1782-3, compiled by E. C. Boynton.
Shattuck, The Bahama Islands.
Twining, Travels in America.
Hassler, Analytic Trigonometry.
Hassler, Exposition of System of the Universe.
Dill, New Jersey Corporation, 5th ed.
Twain, Mark, Autobiography.
Encyclopedia Britannica, 11th ed., book paper, buckram.
Hunt, The Fourth Estate, 2 vols.
Hatton, Journalistic London.
Hilton, Arabine, Poetical Works.
Potter, My Recitations.
Goldsborough, U. S. Naval Chronicle.
Emmons, Statistical History of the U. S. Navy.
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Johnston, Nervous Diseases of Vertebrates.
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Arnold, Record of Books and Letters.
Sut Lovingood's Yarns.
Earle, The Earle Family.
Field, Western Archipelago.
Field, Life of D. D. Field.
Field, Summer Pictures, from Copenhagen to Venice.
Reinsch, Public International Unions.

McDevitt-Wilson's, Inc., Hudson Terminal Bldg., New York

McMaster's Irregular and Regular Commercial Paper, 1902 edition.
Zola, En Route to Paris.
American Chess-Nuts, edited by Cook, Henry and Gilberg.
Bailey, Under Castle Walls.
Story of Nations.
Geographical Magazine: 1905, Jan., Feb., Mar., Apr., May; 1906, Mar.; 1907, Apr., May; 1908, July; 1910, July; 1911, June, July, Nov.; 1912, Nov., Dec.

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Bauer's Precious Stones.

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Economic History of Virginia, Bruce.
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McClure's Mag., Oct., '07.
Saltus, Anatomy of Negation.
Pedigree of Man, Besant.
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Early editions of Science and Health.
Autograph Letters of Mark Twain.
Mary Baker Eddy and Bret Harte.
Early San Francisco Views.

New York Medical Book Co., 45 East 42nd St., New York

Meyer, Dementia Preacox.

New York State Library, Albany, N. Y.

Crawley, Ernest, Mystic Rose, Macmillan, 1902.

H. S. Nichols, Inc., 17 E. 33d St., New York

Adeler, Max, Out of the Hurly Burly.
American Chess Nuts, ed. E. B. Cook, W. R. Henry and C. A. Gilberg, pub. 1868.
Bell, Lillian, Caroline Lee.
Bredenbek, The Ingrate.
Burton's Anatomy of Melancholy.
Carroll, Lewis, Any first editions.
Dawkins, Early Man in Britain.
Earle, A. M., China Collecting in America.
Gordon, Adam Lindsay, Ballads and Poems.
Grosvenor, Gilbert, Scenes from Every Land, 1st and 2nd Series.
Leroux, Gaston, Out-of-print titles.
Marjorie Fleming.
Martin's Gazetteer.
Morgan, League of the Iroquois, pub. Rochester, N. Y., 1851.
O'Brien, Round Towers of Ireland.
Oman, History of the Dark Ages.
Percy's Reliques.
Ridpath's History of the World.
Sheppard, Elizabeth, The Three Kingdoms, pub. bet. 1830-1850.
Shurter, Oratory of the South.
Smith, Illustrated Astronomy.
Stone, W. L., Life of Brant, pub. N. Y., 1838.
Stone, W. L., Sr. & Jr., Life of Sir William Johnston, pub. Albany, 1865.
Thompson, Wm. Lord Kelvin.
Trevelyan's Garibaldi and The Making of Iatly.
Tyng, Rev. Dr., Anything by.
Was She His Lawful Wife.
Wilhelm, Thomas, A Miliatry Dictionary and Gazetteer, Phila., 1881.
Wyckoff, Chevalier, Anything by, 1865-1880.

W. W. Nisbet, 12 South Broadway, St. Louis, Mo.

Uchard, My Uncle Barbassou.
Haynes, Pearls and Pearling Life.

Norman, Remington Co., Charles St., Baltimore, Md.

John Donne Poems, Mermaid Series.
LaFarge, Reminiscences of South Seas, Doubleday.
Talbott, Railway Spiral.
Malot, Sans Famille, Jenkins ed.
Dallerg-Acton, History of Freedom and Other Essays, Macm.
Twitchell, Maryland Supplement.
Brian, Banaker's Autobiography, Knopf.
Ramsay, First Christian Century.
Norris, The Pit, Doubleday.
Norris, Octopus.
Payne, Arabian Nights.
Shakespeare Classics, odd volumes, Duffield.
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Ontario, Canada, Historical Society, vol. 1.
Fourth Year of the War, Pollard.

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The Complete Yachtsman, Smith.

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Library of Southern Literature, set.
Works of Selma Lagerlof, 9 vols., Doubleday, Page & Co.
Wood, Glad of Earth, pub. by Gomme, 1917.
Hannay, Irishmen All, Stokes, 1913.
Wilson, New England in Letters, Wessels, 1904.
Lock, Coffee, Spon.
Zipperer, Manufacture of Chocolate and Other Cacao Preparations, 3d ed., Spon, 1915.
Felt, E. Porter, Key to American Insect, N. Y. Entomological Report.
Esty, Views of the American Press in the Philippines.
Brown, New Era in the Philippines.
Beauchamp, Aboriginal Place-Names of New York, pub. by N. Y. State Educ. Dept.
Beidelman, Story of the Pennsylvania Germans and Their Dialect.
Benet, Americanisms.
Bowen, Questions at Issue in Our English Speech.
Boyd, Indian Local Names.
Earle, Philology of the English Tongue.
Green, Word-book of Virginia Folk-speech.
Hall, Collection of College Words and Customs.
Lloyd, Northern English, 2nd ed.
Lounsbury, Standard of Usage in English.
Palmer, Folk and Their Word-lore, pub. by Dutton.
Swinburne, Complete Poetical Works, Harper.
De Vere, Americanisms, new ed., Scribner.
Ware, Passing English of the Victorian era, Dutton.
Williams, Our Dictionaries, Holt.
Wyld, Growth of English, Dutton.
Wyld, Historical Study of the Mother Tongue.

Presbyterian Board of Publication, 125 N. Wabash Ave., Chicago

The Great Awakening, a History of the Revival of Religion in the Time of Edwards and Whitefield, by Tracy, pub. in Boston, 1842.
Burton's Anatomy of Melancholy.
The Book of Enoch, English translation by Dr. R. H. Charles.
Outline Studies in Revelation, Moorhead.
Mosaic Institutions, Moorehead.
A History of the Presbyterian Church in Kentucky.
The End of an Era, John S. Wise.

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Herney, Some Records of Crime, Diary of the Year 1807.
Book by Inspector Byrnes.

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Paxton, The Marshall Family.
Life of Sir Richard Burton by Mrs. Burton, 1st ed., 1893.
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J. B. Henderson, American Diplomatic Questions, N. Y., 1901.
Carroll D. Wright, Outline of Practical Sociology with special reference to American conditions.
Sumner's Works, missing vols. 1, 9, and 11, or New set.
Int'l Law Situations, Topics and Discussions, first volume only, 1901, pub. S. S. Naval War College.
Artemus Ward, His book.
F. Kapps, Life of Johan Kalb, N. Y., 1881.
Laws of the American Army, and the Field Regulations, 2 vols.
Kramar, The What, How and Why of Church Building, pub. by the author, N. Y.
Moore, Works of James Buchanan.
E. B. Washburne, Correspondence Franco-Prussian War and the Insurrection of the Gommune, 1878, 1 vol.
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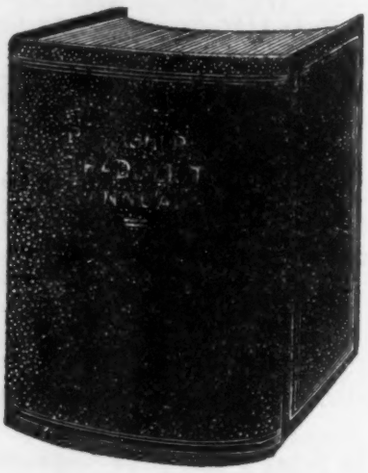

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